

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
December 21, 2015

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, December 21, 2015 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the 1st floor.

Ben Dublin called the meeting to order at 8:29 am with the following:

PRESENT:

Len Manfrates
Alison Miller
Ben Dublin
Matthew Marko
Ravi Raman
Dennis Duval

ALSO PRESENT:

Honora Spillane, Secretary
Chris Andreucci, Harris Beach
Karen Doster, Recording Secretary

APPROVAL OF REGULAR MEETING MINUTES – NOVEMBER 19, 2015

Upon a motion by Matthew Marko, seconded by Leonard Manfrates, the OCDC Board approved the regular meeting minutes of November 19, 2015. Motion was carried unanimously.

TREASURER’S REPORT

Honora Spillane gave a brief review of the Treasurer’s Report for the month of November 2015.

Upon a motion by Leonard Manfrates, seconded by Ravi Raman, the OCDC Board approved the Treasurer’s Report for the month of November 2015. Motion was carried unanimously.

PAYMENT OF BILLS

Honora Spillane gave a brief review of the Payment of Bills Schedule #055.

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board approved the Payment of Bills, Schedule #055 with General Expenses being \$51,856.39 and Marketing Expenses being \$6,835.98. Motion was carried unanimously.

CONFLICT OF INTEREST

The Conflict of Interest was circulated and there were no comments.

ST. JOSEPH'S HOSPITAL

Chris Andreucci stated that in 2010 OCDC issued 4 series of bonds to finance St. Joe's at about \$70,000,000 in total and four different banks bought them, all direct purchases. He stated that in the Indenture there are notice requirements before St. Joe's can redeem the bonds to give OCDC 30 days' notice and then the Trustee needs to give notice to the bond holders they are going to get redeemed. He stated that St. Joseph's is asking OCDC to waive the 30 day notice so they can get it done by the end of the year. He stated that it helps St. Joe's refinance at a lower interest and gets them out of some of the restricted covenants of those banks. He stated that there is no reason to not authorize the waiver.

Upon a motion by Ravi Raman, seconded by Alison Miller, the OCDC Board approved a resolution authorizing the Executive Director to waive the notice requirement for redemption of the Series 2010A-D bonds. Motion was carried unanimously.

CENTERSTATE CEO COMMUNITY PROSPERITY PROJECT UPDATE

Dominic Robinson stated that he is the Vice President for Economic Inclusion at CenterState CEO. He stated that a year ago he came before the Board and talked about some of the work they were attempting to do and the funding made available for the two year period has been instrumental in getting them to the point they are now operating. He stated that they poised to do some exciting work in the year to come.

Dominic Robins talked about the work they are doing, where they are heading and the work OCDC is supporting. He stated there are two primary initiatives with one Work Train, a collaborative regional workforce development initiative focused on meeting the needs of the employers and linking opportunities to underemployed individuals targeting those who are living in our distressed neighborhoods and communities within the County. He stated they build partnership with industry and then bring in community partners, education and training institutions and community based organizations to build systematic approaches to meeting needs of employers. He stated they have developed a program working closely with SUNY OCC and a number of community partners in which they have essentially first recruited out of a city based population and funneled individuals into a machine operator 14 week intensive hands on program preparing people to operating machinery in the industry today where then the students will be placed in internships. He stated that one of the things they are facing is over half the students don't have their own vehicles and are unemployed. He stated one of the things they are going to roll out in the new year is a car buying program with Cooperative Federal Credit Union that will have some creative and flexible terms as well as some unique insurance products that will allow some of the students to purchase vehicles up front upon being hired. He stated that additionally they have formalized and fortified a health care career prep program and they have embedded the program at SUNY EOC. He stated that they have essentially established a process by which on a monthly basis they funnel folks into intensive preparatory program to leads people into entry level jobs and into more advanced trainings like certified nursing assistant training. He stated that when they look at next year for Work Train they are going to aggressively expand their supports and trainings targeting incumbent workers. He stated that there are a lot of resources that the employers will grant but not necessarily a road map so they are going to work with employers over the next year to develop a road map to create opportunities for folks moving through as well as develop new programming to fill gaps in the training. He stated that in 2016 they will be working with OCC and others to develop pathways in the health care, IT and clerical world so they will be expanding training there. He stated that they will be doing that work by spring in a new training center that has been developed in partnership with CenterState, St. Joe's and OCC on the north side close to the hospital. He stated that they are also are going to expand training options in manufacturing. He stated that the training program they are running today is a little bit above entry level and they think there is still opportunity to help move people up. He stated that they are also are going to be piloting something with Catholic Charities in the new year called a jobs to career model. He stated that there premise is that the ubiquity of

unemployed residents and many people without work history, they can still utilize these jobs in positive ways, getting people trained, employed in these jobs so they can use these jobs as stepping stones to their next career option. He stated this will not necessarily reduce turnover but rationalize it where they will have dedicated motivated employees who will see this job as linking to something next rather than a dead end. He stated that they are also working with OCC to develop and support a restaurant management program that will be located in a restaurant through help from OCIDA in developing that space. He stated UpStart Syracuse program, which is in early stages, is designed to incubate emerging entrepreneurs coming out of our lower income and disconnected communities, targeting communities of color and distressed neighborhoods. He stated they are also able to support existing businesses through this program. He stated that to date they have helped start 13 businesses and incubate those businesses that are all currently in incubation stage. He stated that four of them have matured into brick and mortar and the individuals there are fully self-employed. He stated that they have also been working very closely with Upstate Minority Economic Alliance which will be the first minority chamber of commerce in New York State. He stated that next year they will be expanding their effort in partnership with Neighborhood Development Center out of Minneapolis St Paul. He stated that through them we get increased national visibility, opportunity for funding and some pretty exceptional play books. He stated that they are getting a discounted consultant rate which OCDC is helping to support. He stated that they will be piloting something at the restaurant space on the north side named the Restaurateur and Residence Program where every 6 months they will be taking one of the businesses they are incubating and offer them the opportunity to have a fellowship over a 6 month period where they will run the restaurant and all the students training will be working for them. He stated that they think this will be a neat innovation that will really start building stronger and more resilient businesses coming out of it.

Dominic Robinson stated that there is a lack of flexible lending capital for these types of businesses in our community so he suggest that OCDC or CenterState be the source of that. He stated that the contract that was signed last year was really kind of brought up in two phases. He stated year one was to build a foundation and start getting some momentum demonstrated success. He stated that coming into 2016 it is intended to really fully implement some of these strategies and start to pick up speed in terms of showing deliverables. He stated that obviously they are grateful for the support and committed to tackle one of the most persistent and real challenges in our community for all of us but particularly those living in poverty.

Honora Spillane stated that all but one of the Board members are new since this was approved. She stated that the previous board members wanted to take a little bit bigger piece of the pie towards tackling some of our economic development issues in this community. She stated staff did some research and Mr. Robinson's program hit a number of different areas that really could use some support so the ability of OCDC to be flexible with its capital to support those initiatives and get them off the ground she thinks is really critical.

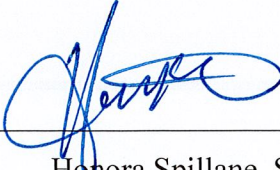
Ben Dublin stated that he thinks this is great and it's real. He stated that OCDC made an investment in it and we are seeing real results. He stated that it is helping the people that need to be helped, who are struggling and trying to find opportunities and helps people take the next step. He stated that for the investment and the results we are seeing already is really remarkable.

Matthew Marko stated that he appreciated the background. He stated that asked if this is consistent with what OCDC forecasted for this year. Honora Spillane agreed.

Leonard Manfrates stated that last year we keyed on the North side initiative and this seems to be a much broader program than what was discussed last year. Dominic Robinson stated that when previously discussed it was up to date where they had been focused but the premise was to use these funds to help take what was done there and make it available across our community.

Matthew Marko asked if the Minority business initiative is its own entity. Dominic Robinson stated that it is and it hasn't received its nonprofit status yet. He stated that it is fiscally sponsored by CenterState CEO but it will be a separate nonprofit organization with its own board of directors.

Upon a motion by Matthew Marko, seconded by Leonard Manfrates, the OCDC Board adjourned the meeting at 8:53 am. Motion was carried unanimously.



Honora Spillane, Secretary